

AN AMERICAN ORIGINAL



66

WOULD

LIKE

TO BE

REMEMBERED

AS A

GOOD

FRIEND

TO

MOST

EVERYONE

WHOSE

LIFE

I'VE

TOUCHED;

AS

SOMEONE

WHO

HAS

MAYBE

MEANT

SOMETHING

TO THEM

AND

HELPED

THEM

SOME WAY."

SAMUEL MOORE WALTON MARCH 28, 1918 - APRIL 5, 1992

WE WILL MISS A GOOD FRIEND.

Financial Highlights

(Dollar amounts (n thousands except per share data)

January 31.	1992	1991
Net sales	\$ 43,886,902	5 32,601,594
Net income	1,608,476	1,291,024
Net income per share	1.40	1.14
Working capital	3,571,648	2,424,361
Current ratio	1.7	1.61
Shareholders' equity	6,989,710	5,365,524
Common stock outstanding at year end	1,149,028,012	1,142,281,964
Stores in operation at year end:		
Wal-Mart Stores	1,720	1,573
Sam's Clubs	208	148

MARKET PRICE OF COMMON STOCK

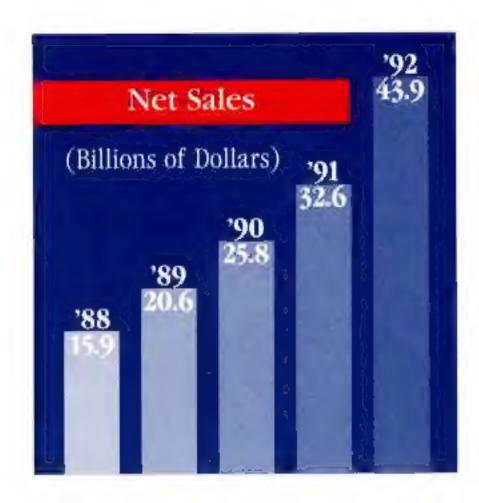
Fiscal years ended lanuary 31,

	1 0.500 1 5.00	the estimate business! have		
	19	92	19	991
Quarter	High	Low	High	Low
April 30	5-1-4, 25	533.38	525.63	\$20.31
July 31	46.88	39,88	36.13	24.88
October 31	51.50	46.25	30.63	25.00
January 31	59.15	46.00	33.00	26.75

DIVIDENDS PAID PER SHARE OF COMMON STOCK

Fiscal years ended January 31.

-	1902	19	91
	anerly Quarterly		rerly
April 8	8.0425	April 9	\$ 035
July 5	.0425	July 6	.035
October 4	.0425	October 4	035
January 3	.0125	January 2	1035





Dear Partner:

Our 371,000 Associates, the Wal-Mart Family, once again achieved a record year in both sales and earnings. Our pride in our Associates and their accomplishments was echoed in the recognition of Wal-Mart by the United Shareholders Association as the number one American corporation in responsiveness to you, our shareholders, and by Fortune magazine's ranking Wal-Mart as one of the three most admired corporations in America. Congratulations to you and our Associates who made it happen.

Financial Highlights

Sales increased 35 percent to \$43,886,902,000 from \$52,601,594,000 a year earlier, a single year addition of \$11,285,308,000. Sales in comparable stores and clubs, those units which were open at least 12 months as of January 31, 1991, increased 10 percent. Comparable sales productivity per gross square foot of total discount store and wholesale club space grew to \$279 and \$522, up from \$203 and \$501, respectively.

\$1.40 per share fully diluted income was achieved, compared with \$1.14 per share last year. Net income was \$1,608,476,000, a 25 percent increase.

Return on beginning of the year shareholders' equity was 30 percent. Shareholders' equity grew \$1,624,186,000 to \$6,989,710,000, up from \$5,365,524,000 last year, a 30 percent increase. Common stock dividends were increased to 17 cents per share from 14 cents per share fast year, an increase of 21 percent.

Operational Highlights

Dynamic growth and exciting change marked Sam's Club Members Only performance this past year. Club units grew by 60, 28 clubs formerly of The Wholesale Club and 32 new units were added. Expansions to existing clubs and the 60 new clubs grew total club square footage to over 23 million, a 46 percent increase in one year. Testing

of fresh bakery, meat and produce in Sam's was completed and we rolled out 17 fresh departments in existing clubs. The conversion of Sam's Clubs to fully-paid membership only was completed in just over half of our units and should be chain-wide this year. Sam's sales, driven by comparable club sales gains of 14 percent, increased to \$9,430,157,000, up 13 percent from \$6,578,595,000.

Experimentation with new ideas and the continuous improvement of proven ones have spurred our discount stores to an outstanding year. Every Wal-Mart store has pledged to the local market it serves, everyday low prices second to none on nationally-branded merchandise and service that strives to exceed our customers' expectations. Improved merchandising, wider aisles, and speedier check out procedures assisted us in gaining market share in what was often characterized as a slow economic environment.

Our Associates are encouraged to get involved in local community projects and to take the lead in developing practical ways to support our corporate commitment to the environment it is our Associates and their efforts that have made our presence in each community special and genuine.

Wal-Mart Supercenters, which combine a full-line supermarket and Wal-Mart store under one roof, completed their third year of innovation and refinement. These six stores and the additions planned for calendar 1992 of 12 to 15 new units will put us on track to grow this complete one-stop shopping format more aggressively as the 90's progress. Typically utilizing 160,000 to 180,000 square feet, Supercenters provide a powerful tool for Wal-Mart's continued growth and leading market presence.

The McLane Company, Western Merchandisers and Phillips have strengthened the ability of our retail and store services groups to better serve our customers and have made a real difference. We were so impressed by the quality of the people in these organizations that the decision to move ahead with autonomous operations that were better integrated with our own

core business was an easy one. We are proud of our Associates and their positive contributions to both sales and earnings in this, their first year as pan of the Wal-Mart Family.

Moving more merchandise, faster, further, and less expensively than ever before, is how we describe the Distribution and Transportation group's accomplishments this past year and their challenge for the coming decade. New centers, each exceeding one million square feet, were opened in Porterville, California: Sutherland, Virginia: and Greencastle, Indiana, These units expanded our square footage capacity to 16.9 million, a 16 percent increase in one year. More square footage alone won't meet the demands we face in the 90's. We must continue to empower our dedicated Associates, and provide the systems and technology to keep up with their pursuit of excellence.

Strategic Highlights

We have tremendous confidence in our Associates and believe very strongly that many opportunities for growth lie before us. This past year we added 20 percent to our base square footage of gross retail store and wholesale club space. Sam's Clubs increased to 208 units, a net addition of 60 units and Wal-Mart stores increased by a net of 147 new stores for a total of 1,720. Reeping our existing stores current and sufficiently sized to our markets has become an increasing priority for us. Last year we relocated or expanded 76 Wal-Mart stores and 19 Sam's Clubs. Calendar 1992 plans call for 125 Wal-Mart and 42 Sam's relocations or expansions.

We invested \$2,500,000,000 in capital expenditutes just last year and current plans for fiscal 1993 call for additional capital expenditures of \$2,800,000,000. We are carefully building and maintaining systems, distribution and transportation infrastructure capacity to not just sustain growth, but improve our productivity and reduce expenses in existing operations.

In April and May, 1991, the Company sold \$750,000,000 and \$250,000,000 in notes, bearing interest of 8 5/8 and 8 percent and maturing in 2001 and 1996, respectively. Proceeds from these notes supplemented funds generated from operations in financing this capacity expansion.

Last year we shared in this letter our enthusiasm for and commitment to Total Quality and continuous improvement. This year we are pleased to report that more than ever before, we are listening to and incorporating the best ideas of all 371,000 Associates. In the Home Office alone, where the 'Yes We Can Sam" suggestion program was introduced, our Associates implemented over 400 suggestions to simplify, improve or eliminate work, resulting in first year estimated savings of over \$38,000,000. Join us in thanking some of the heroes: Kim Barnes of the Merchandising group; Jane Gay from Warehouse Administration; and a feam from Merchandising of Mary Allgood, Teresa Paxon, Nancy Coons, Dolores Torres, Margaret Hall, Sherolyn Johnson and Sharon Green.

Our commitment to stock our stores with quality, innovative products made in the USA has never been stronger. In the best spirit of our Company, this past fall we introduced a growing line of premium controlledbrand products made in the USA exclusively for Wal-Mart, we call them "Sam's American Choice". We are not abandoning our branded merchandise strategy. We will continue to huild our merchandising program around national-brand products sold at everyday low prices. However, we believe an opportunity exists to enhance value and further the tries we have established with our customers through a control-label program executed the Wal-Mart Way. We are limiting our experimentation to a select number of items, but other merchandise categories for Sam's American Choice have been identified and may be introduced. Stores must improve to sustain a competitive edge and our ability to do so is dependent upon a skilled and educated work force. To help achieve this goal, Wal-Mart and our vendor partners will donate one percent of the cost of the Sam's American Choice items sold to our Competitive Edge Scholarship Program.

Club Aurrera, our joint venture wholesale club in Mexico City opened its first two operating units in the fourth quarter. Sam's and CIFRA, Mexico's largest retailer, began in 1991 to develop this wholesale club concept, modeled after our own Sam's units, that would be the first such clubs to open in all of Mexico. We are pleased by the initial sales volumes of these units and will continue to carefully review opportunities for expansion in Mexico. In addition to this Mexico City venture, we also began work in Puerto Rico that should allow us to open Wal-Mart stores there in calendar 1992. We believe these Puerro Rico units. which we will operate without a partner just as we do our domestic units, will provide significant learning opportunities in cross-cultural merchandising and operations, as well as oceanic replenishment.

"Our people make the difference", and over the past three years we have invested over \$500 million in systems to better support them. One of the key factors in this decade will be the continued development of leading edge technology. Our investments have put the latest technologies into the hands of our Associates, providing faster systems with more capacity and capabilities. Results include improved customer service and check-out speed, simplified store procedures, accessible on-line sales and inventory status, and customized local merchandising opportunities, all enabling our Associates to make better informed decisions to serve our customers.

We have aggressive store and club opening plans for fiscal 1993. Our expansion will include approximately 160 Wal-Mart stores, 45 Sum's Clubs and 15 Supercenters, 5ales should grow beyond \$\$4,000,000,000 through improved same store performances supporting this strong growth. We believe fiscal 1993 offers us great opportunities to serve our customers in

a way that exceeds their expectations and permits us to challenge our own records for sales and earnings.

Exciting growth, record sales and earnings, acclaimed success, yes, we are proud - proud of our 371,000 Associates, who with your support, have made it happen, but we believe our real achievements lie ahead, not behind us. We know we have opportunities for improvement that we have yet to imagine. There are no excuses for underachievement and we are convinced that the shortest route to marginal performance is for us to fail to "extend the limits of the possible". The Wal-Mart Way of the 90's makes no provision for those that wish to revel in past success or maintain current performance. We are driven to continuously improve.

Thank you for your confidence in the Associates of Wal-Mart

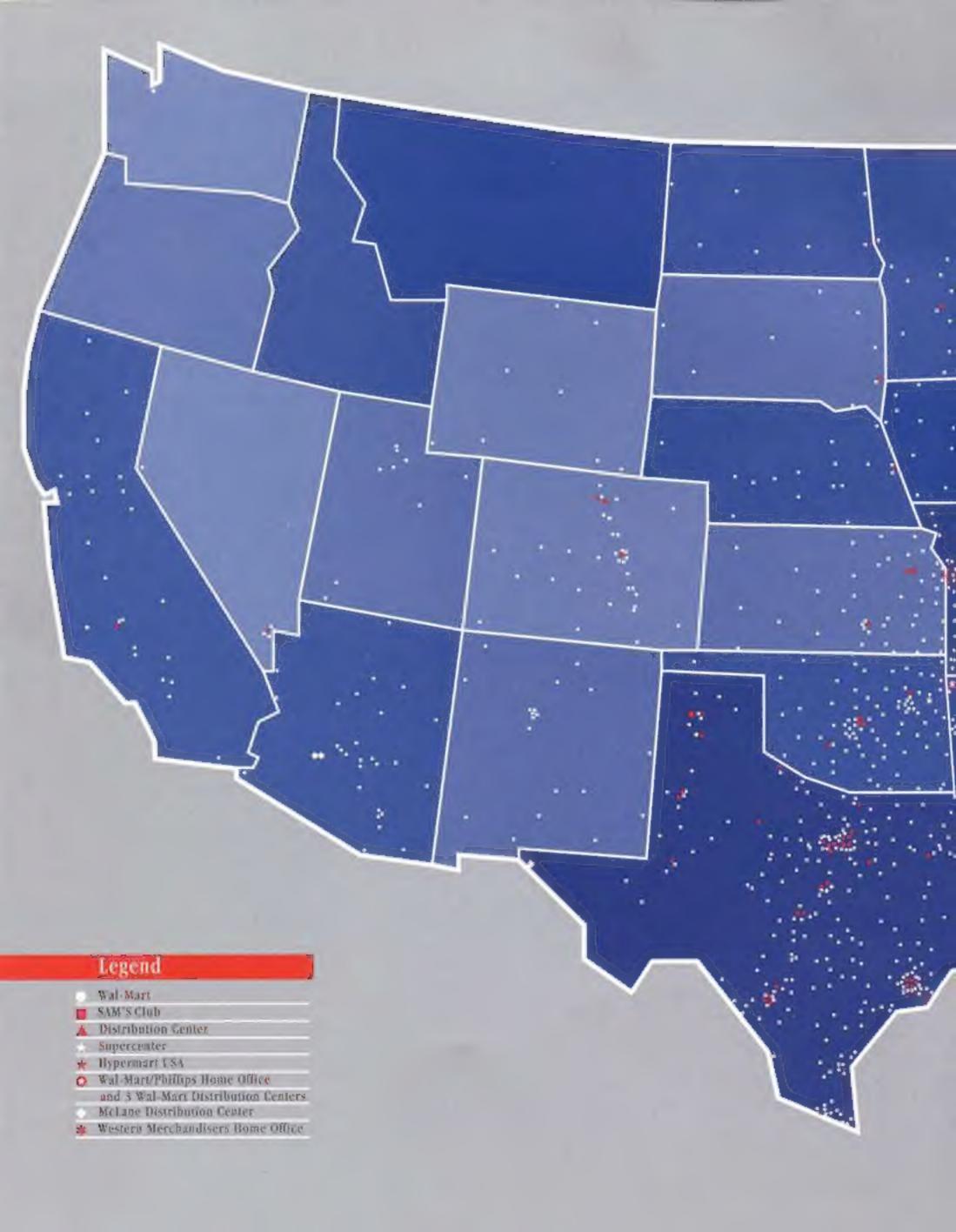
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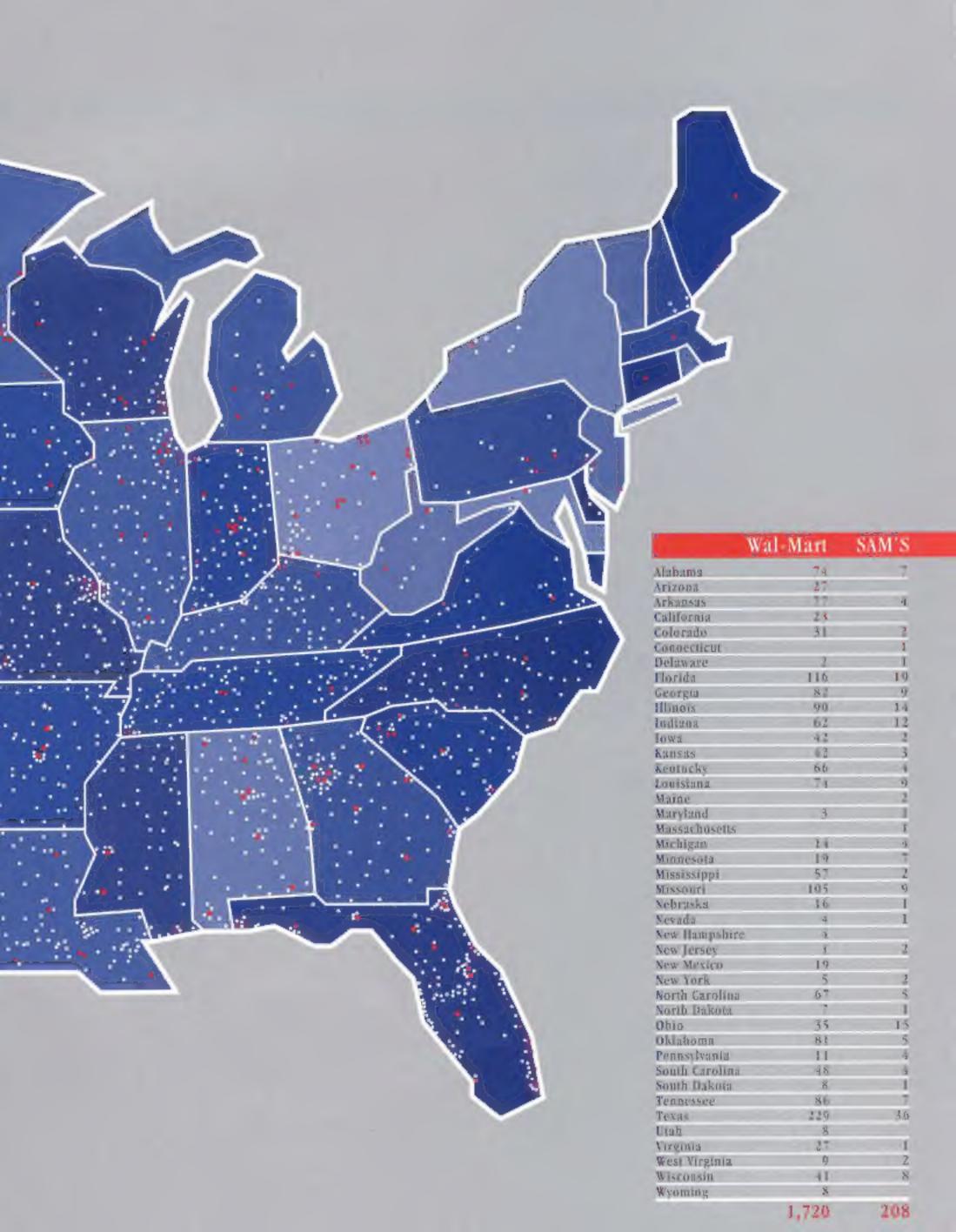
David D. Glass President and

Chief Executive Officer

Donald & Derguist

Donald G. Soderquist Vice Chairman and Chief Operating Officer





Ten-Year Financial Summary

(Dollar amounts in thousands except per share data)	1992	1991
FARNINGS		
Net sales	\$43,886,902	\$32,001,594
Net sales increase	35%	2694
Comparative store sales increases	10%	10%
Licensed department rentals and other income-net	402,521	261,814
Cost of sales	34,786,119	25,499,831
Operating, selling and general and administrative expenses	6,684,304	5,152,178
Interest costs:	-1	
Debt	113,305	42,716
Capital leases	152,558	125,920
Taxes on income	944,661	751,736
Net income	1,608,476	1,291,024
Per share of common stock:		
Net income	1.40	1.15
Dividends	.17	.14
FINANCIAL POSITION		
Current assets	\$ 8,575,423	\$ 6,414,775
Inventories at replacement cost	7,856,871	6,207,852
Loss UFO reserve	472,572	399,436
Inventories at LIFO cost	7,384,299	5,808,416
Net property, plant, equipment and capital leases	6,433,801	4,712,039
Total assets	15,443,389	11,388,915
Corregt liabilities	5,003,775	3,990,414
Long-term debt	1,722,022	740,254
Long-term obligations under capital leases	1,555,875	1,158,621
Preferred stock with mandatory redemption provisions	1000000	1) 1 1 1 1 1 1 1
Shareholders' equity	6,989,710	5,365,524
FINANCIAL RATIOS		
Corrept ratio	1.7	1.6
Inventories/working capital	2.1	2.4
Return on assets *	14.1%	15.7%
Return on shareholders' equity "	30.0%	32.6%
Other year-end data:		
Number of Wal-Man stores	1,720	1,573
Number of Sam's Clabs	208	1-83
Average Wal-Mart store size	75,000	70,700
Number of associates	371,000	328,000
Number of shareholders.	150,242	122,414

^{*} On beginning of year balances.

1990	1989	1988	1987	1986	1985	1984	1983
\$25,810,656	\$20,649,001	515,959,255	\$11,909,076	\$8.451.489	56,400.861	\$4,606,909	53,376,252
25%	20%	3490	41%	32%	37%	588%	58%
$\mathbf{I} \mathbf{I}^{q_{\mathrm{fly}}}$	12%	11%	1.300	9%	15%	15%	11%
174,014	136.867	104.783	81.623	55,127	52,167	56,051	22.435
20.070,034	16.056.856	12,281,744	9.053,219	6,361,271	4,722,440	5,418,025	2,458,235
4,069,695	3,267,86-1	2,599,567	2,007,645	1,485,210	1,181,455	892,897	677,029
20.346	30,286	25,262	10,442	1.904	5,207	4.935	20,297
117,725	99,395	88,995	76,367	54,640	42,500	29.940	18,570
631,600	488,246	1 (1,027	395,940	2% 119	250,053	160,903	100,416
1,075,900	837,221	627,643	450,066	327,473	270,767	190,211	124,140
.95	.74	.55	40	29	.24	.17	.11
-11	.08	.06	.0425	035	.0263	0175	.0113
\$ 4,712,616	\$ 5,630,987	\$ 2,905,145	\$ 2,353,271	\$1,781,275	\$1,305,254	\$1,005,567	5 720.537
1,750,619	3.052,090	2.854.556	2,184,847	1,528,349	1,227,264	857,155	658.949
322,546	291.329	202,796	153,875	140,181	123.359	121,760	103.247
4,428,073	3.351.307	2.651,760	2,030,972	1,388,168	1,103,925	735,395	555,702
3.430,059	2.661.954	2,144,852	1,676,282	1,303,450	870,309	6.28,151	457,500
8,198,484	6,359,668	5,1,51,809	4.049,092	3.105.645	2,205,229	1,652,254	1,187,448
2.845,315	2.065,909	1,743,763	1.340,291	992,683	688,968	502,765	547.318
185,152	184,439	185,672	179,231	180,682	41,237	40,866	106,405
1,087,403	1,009,046	8(x),972	76-1.128	595,205	4-19,880	330 930	222,610
	-		_	4,902	5,874	6,411	6.861
3,965,561	3,007,909	2,257,267	1,690,493	1,277,650	984,672	737,503	488,109
1.7	1.8	1.7	1.8	1,8	1.9	2.0	2.1
2.4	2.1	2.5	2.0	1.8	1.8	L5	1.5
16.9%	16.5%	15.5%	14.5%	1 4 80	16.4%	16.5%	13.2%
35.8%	37.1%	37,1%	35, 200	33.3%	36.7%	40.2%	38 30 a
1,402	1.259	1,114	(050)	659	745	642	551
123	105	81	49	23	11	.5	
66, (00	63.500	6) 500	59,000	57, (00)	55,000	53,000	50,000
271,000	223,000	183,000	141,000	10-6,000	81,000	62,000	46,000
70 020	NO 270	79,777	52,850	21.828	14,729	14,172	1,855

Management's Discussion and Analysis

Results of Operations

Sales for the three fiscal years ended January 31, 1992, and the respective total and comparable store percentage increases over the prior year were as follows:

Fiscal year ended January 31,	Sales	Total company increases	Comparable stores increases
1992	\$43,886,902,000	35%	10%
1991	32,601,594,000	26	10
1990	25,810,656,000	25	11

Sales increases were primarily due to the productivity of comparable stores, the contribution of new stores (148 Wal-Mart stores - one was closed - and 61 Sam's Clubs - one club was closed and 28 clubs were acquired from The Wholesale Club - in fiscal 1992; 176 Wal-Mart stores - five were closed - and 25 Sam's Clubs in fiscal 1991; 145 Wal-Mart stores - two were closed - and 18 Sam's Clubs in fiscal 1990), the sales of the McLane Company, Western Merchandisers, and Phillips, and inflation of approximately three percent.

Sam's Clubs and the McLane Company contributed the following sales for the periods indicated:

Sam's Clubs		McLane	Company
Fiscal year ended January 31,	Sales	Fiscal year ended January 31,	Sales
1992	\$9,430,157,000	1992	\$2,515,000,000
1991	6,578,595,000	1991	337,000,000
1990	4,840.870,000	1990	-

Cost of sales as a percentage of sales increased 1% in fiscal 1992 as compared with fiscal 1991, and increased .5% in 1991 as compared with fiscal 1990. The increase was due to the cost of sales in Sam's Clubs and the McLane Company, which is significantly higher than in the balance of the Company (due to lower markon on purchases), the continuation of reduced initial markons supporting emphasis in the Wal-Man stores on everyday low prices, and LIFO costs being higher in 1991 as a percentage of sales compared with fiscal 1990.

Operating, selling and general and administrative expenses as a percentage of sales decreased 6% in fiscal 1992 as compared with fiscal 1991, and remained constant in fiscal 1991, as compared with fiscal 1990. The decrease in fiscal 1992 was due to reduced payroll and payroll-related benefits and taxes resulting from our continuing focus on cost control and efficiencies. The expense ratios to sales in Sam's Clubs and the McLane Company are also much lower than in Wal-Mart stores, and since the sales volume in Sam's and McLane's are proportionally higher from one year to the next, the consolidated expense ratio is favorably affected.

Interest costs as a percentage of sales increased .1% in fiscal 1992 as compared with fiscal 1991, and remained constant in fiscal 1991 as compared with fiscal 1990. See NOTE 2 of Notes to Consolidated Financial Statements for additional information on interest and debt.

The effective tax rate was 37.0% in fiscal 1992, 36.8% in fiscal 1991 and 37.0% in fiscal 1990. See NOTE 4 of Notes to Consolicated Financial Statements for additional information on taxes.

Liquidity/Capital Resources

Fiscal 1992

cash provides from current operations was a dicord \$1.356.713.000 in fiscal 1902. These rands combined with long-term borr wings in \$1.86.822.006 and essaggle of commercial paper of \$58.452.000 were used to finance capital expenditures of \$1.865.52.000 extending leases properties for axiates, equipment and it as approvements to pay distoends to provide general working capital and to finance the building of \$6.845 Mart stores and \$4.55 m/s. Clubs the landing of the operations of acquired compileton of construction for three distributions centers and partial construction of two distribution centers. Real estate developers provided brancing to braid 28 additional Wal-Mart stores and 64.842 stores were finances with safe teaseback transactions.

The company manuals \$725 (80)(8) in lines of credit to sopport the short-term forrowing and commercial haper of which \$274,050,000 was available an aneary 5 1492. These has all credit together with anticipated cyclical discusses will be subclient to financial the seasonal imagines in merchanoise inventiones and interm financing requirements for some insperies developed under some teaseback arrangements.

For iscal, 993, one Company's expansion program includes 160 to 165 Wal-Main stores, while 35 Sants Colliss and 12 to 15 Supercenter stores. Total contra expension responsion fiscal, 1993 are appreximately \$2,800 and 80. This arctimes 68 Wal-Main stores at 30 - 35 Sants Clubs, fixage additions excappinent acquasitions of and and construction of stores and clubs to be opened in subsequent bacakyears, and completion of two assimultion centers scheduled to open one in the first half and one in the last half of bacak 1994, these expenditiones will be finalized orimarily with internally generated hands and the assumption of short-error acts. The rectaining expansion program will be tended with leases from developers and sale leaseback arrangements.

to be first quarter of focal 1902 the Company essees for year motes totalling \$250,000,00. The Company also reserve totalling \$250,000 or the second quarter of focal 1902. Proceeds not these podes were essent appoint the company's expansion program and general working capital needs.

The company's debt including obagations ander capital leases) in-equity ratio increases to 47 is the end of fiscal 1992 as compared with 46: at the end of the preceding year

an view of the Company's significant inputs assets as consistent about to generate cash flows from operations and the available it it exacts financing the Company foresees no difficulty in providing financing necessary to fund its expansion, programs and working capital needs for the toreseconds factors.

Statement of his mean Accounting Statement. State No. 100 "Accounting for the true Taxes" was assect at February 1992 and supercodes state. No. 100 The statement requires deferred mediate to be recorded using the applify method. Shas No. 100 Tempercodes Accounting for Testretgement benefits Officer than Pensions" was essued at December 1990 and establishes standards of accounting and reporting for employers that office such benefits. These statements was be effective for the Company's used year ended family 31 120. The company's policies are such that these pronouncements will not have a material effect on the financial statements.

Return on shareholders equity is a measure of the Company's effect veriess in the use of its resources. It measures the relationship of net measure to regimning of the vest shareholders cause. The company's returns in shareholders equity for the three years ended administration of 1992, 1991 and 1990 were form a 4, 65,8% respectively.

Insidends for lista. 1955 have been increased to 21 cents per share from a Ticents per share, payable quarterly at 5.25 cents per share.

Fiscal 1991

Cast provides from aperating activities was \$ 295,885 kH. The company had access to \$945 kH 000 it littles of credit to support stort or announce of a minimum paper.

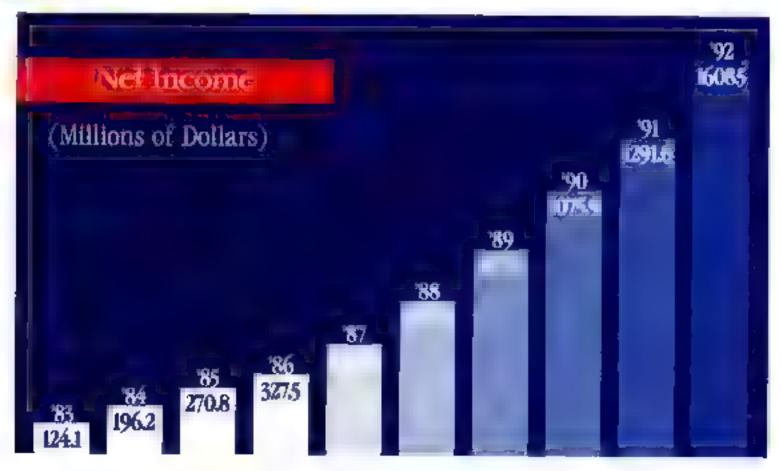
Pay news for purchase of property plant and equipment totaled \$1.488.398.000 excluding waser store properties into were standed with internally generated unds. The depth occurs of misconsisted to 30.1 in taxa 195 from 33.1 in taxa 198.

Consolidated Statements of Income

Wal-Mart Stores, Inc. and Subsidianes

(Amounts in thousands except per share data)	Piscal year ended January 3.			
	1992	1991	1990	
Revenues:				
Net sales	\$43,886,902	\$32,60, 594	\$25,810,656	
Rentals from acensed departments.	28,659	22,362	16.685	
Other income-met	373,862	239:452	157 959	
	44,289,423	32,863.408	25.985 300	
Costs and expenses				
Cost of sages	34,786,119	25,499,834	20.070.034	
Operating, Setting and general and				
auranistrative expenses.	6,684,304	5.152,178	4.069.695	
interest costs				
Deht	113,305	42 716	20.346	
Capita, leases	152,558	125 920	117 725	
	41,736,286	30.820.648	24,277,800	
Income before income taxes	2,553,137	2.042 760	1,707 500	
Provision for federal and state income taxes:			.,	
Current	906,183	737 020	608 912	
Deferred .	38,478	14 7.6	22.688	
	944,661	751 746	631.600	
Net income	\$ 1,608,476	\$ 1 291 024	5 1,075,900	
Net neume per share	\$ 1.40	\$ 114	\$ 95	

See accompanying notes



--- Consolidated Balance Sheets ---

Wal-Mart Stores, Inc. and Subsidiaries

(Announts in thousands)	Junicary 31	
	1992	199.
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 30,649	\$ 13.024
Receivables	418,867	405.070
Recoverable costs from size (easeback	681,387	239,867
invertaines.		
At replacement enst	7,856,871	6.207.852
also LafO reserve	472,572	309 436
JFO .	7,384.299	5,809,456
Prepare expenses	60,221	48-408
TOTAL CURRENT ASSETS	8,575,423	o a1a. T5
Property, plant and equipment, at cost:		
Line	1,077,658	844 344
Buildings and improvements	2,569,095	+ 764 + 55
Foxtores and equipment	2,683,481	2,037 476
Transportation eq apment	86,491	63.237
	6,416,725	+ 698,212
Less accomplanted depreciation	1,338,151	974,060
Net properly alast and equipment	5,078,574	4724 152
Property ander capital leases	1,724,123	1.298.452
Less accur talated amont zagion	368,896	31) 565
Net property under capital scases	1,355,227	487.887
Other assets and deferred charges	434,165	262 . 01
Total assets	\$15,443,389	\$11 188 9.5
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Cut hjerena paper	\$ 453.964	5 395 174
Accounts payable	* ! - * - * + *	2,651,315
Accuses liabrilles		
Vior PCS	216,185	, N.7. 5.45
Other	613,196	539 020
Accraed feneral and state income laxes	226,828	18),512
Long-term debt due wit on one year	5,156	6.40q
Obuganons under capita reases due wit un one year	34,917	2-1 -, 19
TOTAL CURRENT LIABILITIES	5,003,775	3,990.414
Long-term debt	1,722,022	740 154
Long-term obligations under capital leases	1,555,875	, 158,6 ₄ ,
Deferred income taxes	172,007	144.502
Shareholders' equity:	•	
Common stock, shares, sutstanding, 1 and 128 at 1992 and 1 and 2882 in 1991.)	114,903	134 228
Capital in excess if par value	625,669	415,580
Retained carnings	6,249,138	4 8(45 716
TOTA, SHABEHOLDERS FOLITY	6,989.710	5 \$15 524

See accompanying unles

Consolidated Statements of Shareholders' Equity -

Wal Mort Stores, Inc. and Subsidianes

Amunds in thousands except per share data	Number of snares	Common stock	Capital in excess of par value	Retained earnings	Total
Balance anciery 31 1989	5(15.59)	\$ 50,559	\$174.277	\$2,777,074	SA HE NIG
Net rice into				075,000	75 4NH
Casquarvidentis, \$41 her snarch				C 124 5915	4 24.19
Exercise of stock options	679	(5H)	5,876		4 1/4.
Lax remeta from stock antions			7 000		* HR/
Other	(135)	3,	4 (880)		9.70
Balance arreary 31 1990	5hb 45	State 4	180 565	3.728 4BJ	4 965 56
Net he are				$\sqrt{29} = (.24)$	1.291.32
Casic covidends (\$ 7) per saure (0.158,8803	FEN HAMA
Exercise at stock options	150	, 5	12*		1.512
Other	4.,	4.7	6.260		1 %
Twiter gauge so was split	Sugar Page	56,625	50 (25)		
Exercise of stock options	506	51	2.42		2.478
Shares issued for McLone acquisition	1 .466	495	774,659		2" 1. 1961
Tax seniors from stock options			(1),61=5		6.075
Purchase or soick	C TRXIII	[49]	24 (2.)	24.907	25 826
Waltern Enterprises The scikle Scialinge			Tq 000		1-6, 5(8)
CIÚRT	(, 12	5,297.)		4 434
Minnes Tapuan 31 1391	1 42.282	.1 328	415.586	484571	5 305,525
Not no kno				trust "tr	1.389.470
Casic advidends (\$ 1) per share				195 MH	c = 95,048
Exercise of stock opnions	Эla	()	JK, 4743		Highly
Shares issued in augustium if					
The Washesane Cit 3	\$ 100	5 9	161 683		6 2 2t 2
Western Merchandisers	4955	(50)	27-44		28460
Phys. 15	240		F 244.4		8400
Tax here in pair stock options			. 555		12,555
Ot Mit	1 8 1	(3)	89510		6 B,469
Mainric argain 31 1992	1 49 028	\$114.003	\$625,600	56 249 39	\$1,080.71

See accompanying miles

Consolidated Statements of Cash Flows =_

Wal-Mart Stores. Inc. and Subsidiaries

(Amounts in thousands)		, year endeu Janu.	
	1992	1991	1990
Cash flows from operating activities.			
Net income	\$1,60B,476	\$1.291.024	\$1,075,900
Adjustments to reconcile det income to			
net cush provided by openiting activities.			
Depreciation and amortization	475,352	346.6+4	269.406
(Cam) coss from saic of assets	(8,490)	5,478	5,049
Increase in accounts receivable	(113,603)	(58 324)	4 29 173
Increase to inventorics	(1,459,649)	(5.087 520)	· 1 0°6, °06
(Increase) decrease in prepair expenses	(10,686)	11.823	(439
Increase in accounts payable	709,757	689 435	436,990
Increase in accraed liabilities	. 117,078	84 750	17-+1 2
Increase in deferred income tax	38,478	14 716	22,688
Net cash provided by operating activities	1,356,713	1 295,885	866,817
Cash flows from investing activities			
Payments for property plant and equipment	(1,605,303)	. 1 388,298)	 95±(00≥)
Recoverable sale leaseback expenditures	(705,697)	235.8991	31 (60)
Sale leaseback arrangements			
and other property sales	369,226	91.000	184,900
Increase) decrease in other assets	(8,107)	7,35%	7,575
Net cash used in investing activities	(2,149,881)	1 526 347	(((4.5) July ()
Cash flows from financing activities			
Increase in commercial natier	58,452	30.405	165, 774
Proceeds from issuance of long-term debt	1,009,822	500.500	9.763
Proceeds from Walton Enterprises, Inc. stock excharge		20 July 1994	*
Exercise of stock options	12,556	1.758	0,244
Payments for purchase of common stock		25 826	_
Dividends page	(195,048)	(158,889	(124 49%)
Payment of long-term debt	(33,292)	1.09 (0.0)	4 (59)
Payment of capital lease obligations.	(41,687)	(25.177)	(20 919)
Net each provided by financing act vities	810,803	250.473	27 241
Net increase in cash and cash equivalents	17,635	224	257
Cash and cash equivalents at beganning of year	13,014	12,790	12,555
Cosh and cash equivalents at end of year	\$ 30,649	\$ 13.014	5 12 790
Supplemental descrisore of cash flow information			
Income tax paro	\$ 861,853	\$ 72,046	5 553 021
Interest paid	235,954	210.150	+30.704
Capital lease, shi gations incarred	433,858	100.912	105.122
Liabitaties assumed in acquisitions	176,479	513. XVO	
See accompanying mass			

- Notes to Consolidated Financial Statements =

Note 1

Summary of significant accounting policies

Segment Information The company and its subsidiaries are principally engaged in the operation of mass merchandising stores in a 12 state region. So single customer accounts in a significant portion of its consolidated sales.

Consolidation consolidation is onsolidated financial statements include the accounts of a subsidiaries, and all sign mant intercompany transactions have been characted in a instandation.

Cash and cash equivalents. The Company considers a legisty iquid investments with a maturity of three months or less when procedure is a case equivalents.

Inventories. I sentones are states principally at a stitust in first-out, which is not in excess of market using the retail method for eventones, a somes.

Pre-opening costs is rosts associated with the opening of new stores are expensed during the first full month of operations. The costs are carried as prepared expenses prior to the store opening

Recoverable costs from sale/leaseback. All costs of acquisition and construction of properties for which the Company has a cot a nebt a for sale it aseback are accompanies in covert assets and properties are solu.

Interest during construction on order has interest class properly reflect only that portion relating to current operations, interest in your websites during the instruction of property plant and equipment is capitalized interest class capitalized texcluding amounts related property in the respectively. See a veloped under sale leaseback arrangements) were \$30,372,800, \$25,098,000, and \$10,088,000 in 1902, 190 and the espectively.

Depreciation Depreciation for totational statement purposes is provided in the straight-line method over the estimated useful ves of the various assets or no include all surposes accelerated methods are used with recognition of deterred medicine taxes for the resulting times therein.

Operating, selling and general and administrative expenses - Buying, warehousing and occupancy costs are included in operating, selling the general and administrative expenses.

Income taxes. Acternation is lakes are provided to tumpy differences between financial statement and adolescent income.

Net income per share. Net ofcome her stare is cases, on the weighted average outstanding common shares and stock aptions reduced by start's assumed to take been purchased from such options under the treasury stock method.

Stock options. It would in in the sale of common stock issued under the stock opinon plans and related tax henefits which accrue a member are accounted for as a list, transactions, and no charges or credits are made to income in a innection with the plans.

Note 2

Notes payable and long term debt

of of a line of a consterior of frowings and interest gates for own

	Fiscal year enues january 31			
	.99	1991	:3006	
Maximum articum outstanding as done sens	\$ 013,000,000	\$161,245,000	\$890,000 810	
Average car short-ter it solven age	\$ 280,575,000	\$335,452,000	\$2,59 (82,000)	
We a new average merent rate	₩ (+)4,	8.2%	85,984 ₁₁	

Note 2 Continued

At January 31 992, the Company had committee lines of credit with nine banks to support short-term borrowings and commercial paper and ancommitted facilities to support master paint pating agreements in an aggregate of \$125,000,000. Short-term borrowings under these lines of credit bear interest at or below the pome rate.

asing term uebt at January 31 consisted of

10 196 10 11 11		1992	1991
8 % a	Notes due Apri. 2001	\$ 750,000,000	S -
• 31 - 11 I	Notes due alv 2000	500,000 000	\$00,006,000
X °o	Notes due May 1996	250,000,000	
$\mathbf{p} \Theta \in \Pi_{H}$	Debenares due August 2000	06, 800,000	100.000,000
$\mathbf{X}^{t_1} \leftarrow_{\mathbf{k}^{-1}} \ \cdot\ ^{t_1}\ _1$	Morigage notes due		
	(brough 20-20)	10.696,000	66.914,000
	Tax-exempt mortgage obligations, at		
	an average rate of 7 9% due		
	through 2t. a	30.581 000	3,495,000
8.3%	Participating Murigage		
	Certificates II sine 2005	22 900,000	22 924,000
ijη,.	Participating Mortgage		
	Certificates due 2005	14 589 000	14.6 5,000
	Other	250,000,000 00, 800,000 40,696,000 30,581,000 22,900,000	4,406,000
		51 722,022,000	\$740,254,000

Lang-term Jeht of \$120.257,000 is cultateralized by property with an aggregate carrying value of approximately \$24, 986,000. Annual malantees on long-term debt coping the next five years are

Fiscal years ending January 31	Annua materity
1994	\$ 5 (56 000)
199a	4 778,000
1995	12 360 JHG
1996	5.3,7 (00)
1.007	254 140,000

Under the terms of the $\sigma=0.56$ Notes and 10.7.8% Debentures, the Company has agreed to observe certain coverants. Among these are provisions relating to amounts of auditional secured debt and long-term leases.

The agreements relating—the Participating Mongage Certificates contain provisions for contingent auditions, interest to be payable based in the sales performance of the Wal-Man stores collateralized by the essues.

Note 3

Defined contribution plan

The Company maintains a professharing plan under which most full and many part-time associates become participants following one year if employment with the Company Annual contributions based in the profitability of the Company are made at the sole observation if he Company. Contributions were, \$129,635,000 in 1992, \$98,527,000 in 1991 and \$90,447,000 in 1990.

Notes to Consolidated Financial Statements

Note 4

Income taxes

Record nations in the standors educal income tax rate to the effective tax rate as a percent of prestax financial melting are as togotics.

	1 102		100
State on tax now	\$4 Y	5-c (P1)	3 2%
State he may to ve s	4.2	4.6	3)
Clinica	(2)	2	
Etterwe av a	3 ° y:	4(4,240)	5.0%

Deferte a averagense residently in aming differences in the recognition of revense and expense for ascand, nanetal reporting perposes with reserved to the bank wings

	1992	1991	,990
ACP (CC is a R)	\$68 OFF RID	Sign in quite	57 35 000
applicable asses	C[8 2 y 000	c1 = 245,0000	< 80 (B)(8)
Chrane	4 5 5 1 KX	C18,380, 0000	< 5 M (800)
	538, 178, IIX	S1 7 x 800	\$_2 oss nx

Note 5

Common and preferred stock

There are 5.5 bit use shares of \$1 par value common stock authorized with 143.0.9 a states of copie in stock issued on mistagency at an art 5 1,72 are 1,238196 states esteed and outstanding a Jugacy 31,1991. The common stock is aster on the New York Stock Exchange and he Pacific Stock Exchange and a January 5 1992 there were 50 252 strateholders of record

At antian 31-1903 15 (2008), states of a metting stock were reserved for issuance under stock opinion grans. The opinion grans that opinion grans are opinions given bringer. the stock option plants expire it years from the of grant and may be exercised to note annother obtained by their interpolitics. concerning the cipitions is as follows:

> Opinin Price (market pnec all once of grath.

Shares	Per Share	f da
100 4942	\$ 15.20 (8)	5,28,382
9.5m,4464	45 48-54 50	46, 30%, 157
(477,800)	± 8 th − 507	4 If P
1) 生か ^で 点を	1.1 (41.25)	Halle Sel a
HA147 SEE	5, 1, 54, 54, 50	\$ 92,762,506
	(6) 19842 (6年の時代 (11年月19日) (11年の下上)	15 15 20 15 20 15 20 15 20 15 25 2

Shares as allable in option. attended by 1 Att

amount 4, 1912

HOR SW.

Hite 1 - ite

The company as all infloor shares a 5. O preferred stock authorized into assect

Note 6 -

Long-term lease obligations

The Company and restain of its subsiquaries have long-term leases for stores and equipment. Rentais one admig for certain leases amounts applicable to taxes, insurance maintenance of termiperating expenses and contingent tentals) ander an operating leases were \$285,850,000 in 1992-\$267,455,000 in 1991 and \$245,600,000 in 1990.

Aggregate min main annual tentals at annuary 31, 1992, under noncancetable teases are as follows:

Prog ₄)	Operating	Capital
Point	leases	ichises
Tyk 4	\$ 249,325,000	\$ 264,742,000
199.	238,229 000	205.236 388
,995	229.585.000	20- frail RR
p.4.(#1)// h	220 686 000	204 NON, 800
\$46)=	22-+ 1-(6.000	264.675 (00
Thereafter	2.409.047.000	2.86 7 897 - 80
Iotal norman rentals	\$3.571,618.000	3,832 00b. 80
assessment of executing costs		5 "(s-) M(C)
Net minimum lease payments		5 ™NO_2+≥ 000
coss imputed interest at rates ranging from 8.5% at 1.44%		2, 89,450,000
Pesent value of net minimum lease, sayments		\$1,590,792,000

turnum in the leases provide for contangent additional rentals based on percentage of sales. Such auditional rentals amounted to \$25.7% | 98. n. 152, \$25,200,000 in 1991 and \$22, 28,000 in 1990.

Substantially and the store leases have renewal options for adoptional terms from five to 25 years at the same or lower minimum rentals.

The Company has entered one rease communicies for and and buildings for 35 locations. These lease commitments with real estate developers or through sale leasehack arrangements provide for minimum rentals for 15 to 25 years, excluding renewal options, which if constrainted bases, in current cost estimates we approximate 568,106,000 annually over the lease terms.

Note 7 -

Acquisitions

On Terember 10 (990) the Company acquired a lot the hitstanding common stock of McLane Company are For its most recent fiscal vear enders fantains 5 – 9%. McLane Company by had sales of approx nately \$3,718 205,000, which includes \$1,205,000 in sales to the Company.

On February 2, 1791, the company acquired a of the outstanding common stock of The Wholesale Clab, Inc., an operator of 28 wholesale deby located primarity in the Midwest. For the fiscal year ended February 2, 1991. The Wholesale Crab Inc. had sales of \$725, etc. 90.

On May 1 199, the Company acquired all of the outstanding common stock of Western Merchandisers inc. a wholesale distributor of books and project image music. From the acquisition date through fiscal year ended january 31, 1992. Western Merchandisers inc. had sales of \$ 81,458,000 which includes \$123,671 DK as sales to the Company.

---- Notes to Consolidated Financial Statements

Note 7 Continued

On November 26 1, 891 the Company acquired all of the outstanding common stock of Phillips Companies. Inc. which operates 201 and stores in Arkansas you its most recent fiscal year ended January 51, 1992. Phillips Companies, and had sales of \$29-294. If the including \$49.197.00 since the acquisition date.

A finer acquisitions were accounted for as purchases and the results of their operations since the dates of their acquisition and been not account the results of operation of the Company. Pro forma rusuits of operation are not presented due to its gradicant differences from the historical results presented.

Note 8 -

Quarterly financial data (unaudited)

Obsiders ende	'Lı

94,2	April 48	July 31	October 41	Jam ary 31
Not see a	\$9.280.570.000	\$1 . 549 972, 300	\$10,627,500,000	\$ 4,648,860,000
Cost of Siles	* 540 (65 000	8,208.077.000	8.402 50.008	20.845 127 000
No a little at the	100 951 00	315,893,000	353,300,000F	602,430,000
Not income per spare	5.2"	\$ 30	5 - 31	5 52
*B _x				
Not some	S6 T68 95 XIC	5 75-4510 AC	\$ 7,9%) 951,000	5.0 358 958,000
cost at suites	5 2TG, 754, 9RG	5 906 145 300	6,196 905 ODL	8. 19830 000
Set income	253. 45.000	277.931. 981	2×2,×07 00X	487.851.000
Not the link per share.	\$ 22	\$ 74	\$5	5 42

Report of Independent Auditors

The Board of Directors and Shareholders Wal-Mart Stores, Inc.

We have interfere the accompanying constitued balance sneers of Wal-Mart Stores. Inc. and Substitutines as of january 31, 1992 and 101, and the related constitution of animal statements of an interspense equity and cash flows for each of the three years in the period and for any 31, 1992. These I have a statements are the response titing of the Company's management. Our responsibility is to express an operation on these manetal statements based on per anidos.

We commons our about in accordance with general accepted auditing standards. Those standards require that we plan and perform the arrangement in a material mastatement. An autof includes eximining, in the basis, evidence, supporting the amounts and disclosures in the financial statements. An aduat also mulades assessing the accounting principles used and significant estimates hade by management, as well as evaluating the overall financial statement presentation. We reflect that our additional reasonable basis for our opinion.

The our opinion is financial statements referred to above present fairly in a material respects, the consonuated financial position of W. Mart Stores inc. and Schedulines at January 31. 992 and 1991, and their consolidated results of operations and cash flows for each in the large veits as in a period ended January 3. 992 in consonants with generally accepted accounting principles.

Figs. Dk aborea March 27 (1992) Ernst + Young

Responsibility for Financial Statements/Corporate Information

The financial statements and information of Wal-Mart Stores, Inc. and Subsidiaries presented in this Report have been prepared by management which has responsibility for their integrity and objectivity. These financial statements have been prepared in conformity with generally accepted accounting principles, applying cenain estimates and judgments based upon currently available information and management's view of current conditions and circumstances. The services of certain specialists, both from within the Company and from outside the Company, have been utilized in making such estimates and judgments.

Management has developed and maintains a system of accounting and controls, including an extensive internal audit program, designed to provide reasonable assurance that the Company's assets are protected from improper use and that accounting records provide a reliable basis for the

preparation of financial statements. This system is continually reviewed, improved and modified in response to changing business conditions and operations and to recommendations made by the independent auditors and the internal auditors. Management believes that the accounting and control systems provide reasonable assurance that assets are safeguarded and financial information is reliable.

The Company has adopted a Statement of Responsibility which is intended to guide our management in the continued observance of high ethical standards of honesty, integrity and fairness in the conduct of the business and in accordance with the law. Compliance with the guidelines and standards is continuously reviewed and is acknowledged in writing by all management associates.

The Board of Directors, through the activities of its Audit Committee

consisting solely of outside Directors, participates in the process of reporting financial information. The duties of the Committee include keeping informed of the financial condition of the Company and reviewing its financial policies and procedures, its internal accounting controls and the objectivity of its financial reporting. Both the Company's independent auditors and the internal auditors have free access to the Audit Committee and the Board of Directors and meet with the Committee periodically, with and without management present.

Paul R. Carter Executive Vice President and

Chief Financial Officer

Corporate Information

Registrar and Transfer Agent

Boatmen's Trust Company 510 Locust Street Post Office Box 14768 St. Louis, Missouri 63178

Trustees

8% and 84% Notes: First National Bank of Chicago One First National Plaza Suite 126 Chicago, Illinois 60670

9-2% Notes Harris Trust and Savings Bank 111 West Monroe Street Chicago, Illinois 60690

10.0% Debentures: Bankers Trust Company 4 Albany Street Ninth Floor New York, New York 10015

Endependent Auditors

Ernst & Young 1300 One Williams Center Tulsa, Oklahoma 74172

Listings

New York Stock Exchange Stock Symbol: WMT

Pacific Stock Exchange Stock Symbol: WMT

Annual Meeting

Our Annual Meeting of Shareholders, will be held on Friday, June 5, 1992, at 10:00 a.m. in Bambill Arena on the University of Arkansas campus, Fayetteville, Arkansas, You are cordially invited to attend. A proxy statement, including a request for proxies will be mailed to shareholders in early May, 1992.

Investors' Inquiries Form 10-K Report

A copy of the Company's Annual Report on Form 10-K for the fiscal year ended January 31, 1992, as filed with the Securities and Exchange Commission, may be obtained without charge by writing to:

J. Scott Melton Assistant Secretary Wal-Mart Stores, Inc. Bentonville, Arkansas 72716-8095

Board of Directors/Corporate Officers

Board of Directors

David R. Banks

Chairman of the Board. President, and Chief Executive Officer, Beverly Enterprises

Paul R. Carter

Executive Vice President and Chief Financial Officer, Wal-Mart Stores, Inc.

Hillary Rodham Clinton

Pagner.

Rose Law Firm, P.A.

John A. Cooper, Jr.

Chairman of the Board, Cooper Communities

Robert H. Dedman

Chairman of the Board, Club Corporation International

David D. Glass

President and Chief Executive Officer, Wal-Mart Stores, Inc.

F. Kenneth Iverson

Chalman of the Board and Chief Executive Officer, Nucor Corporation

A. L. Johnson

Vice Chairman, Wal-Mart Stores, Inc., Chief Executive Officer, Sam's Clobs, Division of Wal-Mart Stores, Inc.

Robert Kahn

President, Robert Kahn and Associates Consultant

R. Drayton McLane, Jr.

Vice Chairman.
Wal-Mart Stores, Inc.
President and Chief Executive
Officer, McLane Company, Inc., a
whofly owned subsidiary of Wal-Mart
Stores, Inc.

Jack Shewmaker

Vice Chairman, Retired, Wal-Mart Stores, Inc. Consultant

Donald G. Soderquist

Vice Chairman and Chief Operating Officer, Wal-Mart Stores, Inc.

John E. Tate

Executive Vice President, Retired, Wal-Mart Stores, Inc. Consultant

James L. Walton

Senior Vice President, Wal-Mart Stores, Inc.

S. Robson Walton

Chairman of the Board Wal-Mart Stores, Inc.

Committees of the Board

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Paul R. Carter
David D. Glass
A. L. Johnson
R. Drayton McLane, Jr.
Donald G. Soderquist
James L. Walton
S. Robson Walton

Audit Committee

David R. Banks F. Kenneth Iverson Robert Kahn

Stock Option Committee

David D. Glass Donald G. Soderquist S. Robson Walton

Special Stock Option Committee

John A. Cooper, Jr. Robert H. Dedman F. Kenneth Iverson

Corporate Officers

David D. Glass

President and Chief Executive Officer

S. Robson Walton

Chairman

Vice Chairmen

A. L. Johnson

Sam's Clubs Chief Executive Officer

R. Drayton McLane, Jr.

McLane Company, Inc. President and Chief Executive Officer

Donald G. Soderquist

Chief Operating Officer

Executive Vice Presidents

Paul R. Carter

Chief Financial Officer

Bill Fields

Merchandise and Sales

Joseph S. Hardin, Jr.

Logistics and Personnel

Bobby L. Martin

Information Systems

Dean L. Sanders

Operations

Thomas P. Seay

Real Estate and Construction

Nick White

Hyperman *USA Supercenter

Senior Vice Presidents

Thomas M. Coughlin

Specialty Divisions

Harold E. Johnson

International Development

Melvin C. Redman

Store Planning

James L. Walton

Vice Presidents

Suzanne Allford

People Division

David H. Gorman

Loss Prevention

Paul Higham

Marketing and Sales Promotion

William L. Hutcheson

Shoes

D. Randy Laney

Finance and Treasurer

Peter C. Metager International Merchandising

heet I. Mucahev

Robert J. Murphey Construction

William E. Newberg

Risk Management Charles Rateliff

Benefits Administration

Robert K. Rhoods

General Counsel and Secretary

Don Shinkle

Corporate Affairs

James A. Walker, Jr.

Controller

Divisional Officers

Wal-Mart Stores, Inc. Senior Vice Presidents

General Merchandise Managers
Robert Connolly
David Dible
John Lupo

Operations Kendall Schwindt Wesley C. Wright

Vice Presidents

Merchandising Stephen M. Bailey J. R. Campbell Dwight A. Carney Mike Cockrell Les Dietzman William Dubose Ken Faton Arthur Emmanuel Roger Lee Gildehaus Lewis Ray Hohbs Peter Jasan P. Terry Tucker Carl White William C. Woodard Im Woodruff

Operations Jun Dawdy Robert Erickson Lawrence E. Fennell Edwin Fountain Robert L. Hart David Jackson Joe Mains Duane G. Naccarato Ed Nagy Thomas R. Putgant Lew Skelton Thomas N. Smith Larry E. Walliams Andrew H. Wilson William Wulfers

Information Systems Dayle Graham Randall Mot Mark Schmidt

Robert T. Bruce
Inventory Management
Dave Burghart
Store Planning
H. Lee Scott, Jr.
Distribution

Sam's Clubs Executive Vice Presidents

Joseph P. Hatfield, Jr. General Merchandise

Colon Washburn Food and Commodities

Senior Vice President

Harold A. Miller, Jr. Operations

Vice Presidents

Merchandising
John Freeman
Michael D. Laney
Mike Spear
Brad Thomson
Operations
Randy Edwards
Gary Nebinger
Steve Tiernan
Chuck Webb

Gary Cowherd

People Dussian

Bryan Pugh

Marketing and Membership

Hypermart*USA/Supercenter Vice Presidents

Jim Donald
Food Merchandising
Richard H. Donckers
Store Planning - Food
Mark Schwartz
Operations

Specialty Divisions

Clarence E. Archer
Vice President
Pharmacy
James A. Koemigseder
Vice President
Jewelry
Rod Welty
President
Shoes
David York
Executive Vice President
Shoes

McLane Company, Inc. Senior Vice Presidents

Terry McElroy
Grocery Operations
Grady Rosier
Sales and Merchandising
G.W. Sanford, Jr.
Finance and Administration

Vice Presidents

Mike Anders Human Resources Bill Fendrick Grocery Operations - East Bud Harger Administration and Accounting Robert Hodspeth International Development Neil McCarry Distribution Farl McGoldnick Data Systems Jerry Rose Sales Im Sanders Grocery Operations - West Chuck Vaiculevich Merchandising

Western Merchandisers, Inc.

Sam H. Marmaduke
Chairman
John H. Marmaduke
President
Robert G. Schneider
Executive Vice President

Vice Presidents

Robert J. Cope Rack Sales Jerry H. Hopkins Rack Operations Don Taylor Product Systems

Phillips Companies, Inc.

J Kirkwood Dupps President



